



Fulfilling the Cloud

Delivering ROI

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#easynet

Who am I?

- ▶ **Justin Fielder**
- ▶ **Chief Technology Officer - Easynet**
- ▶ **Hardware and silicon chip designer by trade**
- ▶ **Responsible for engineering, product, vendors, technical management and group strategy**



Who are we?



17 years
€1/4 Billion
Gartner®

800 / 8

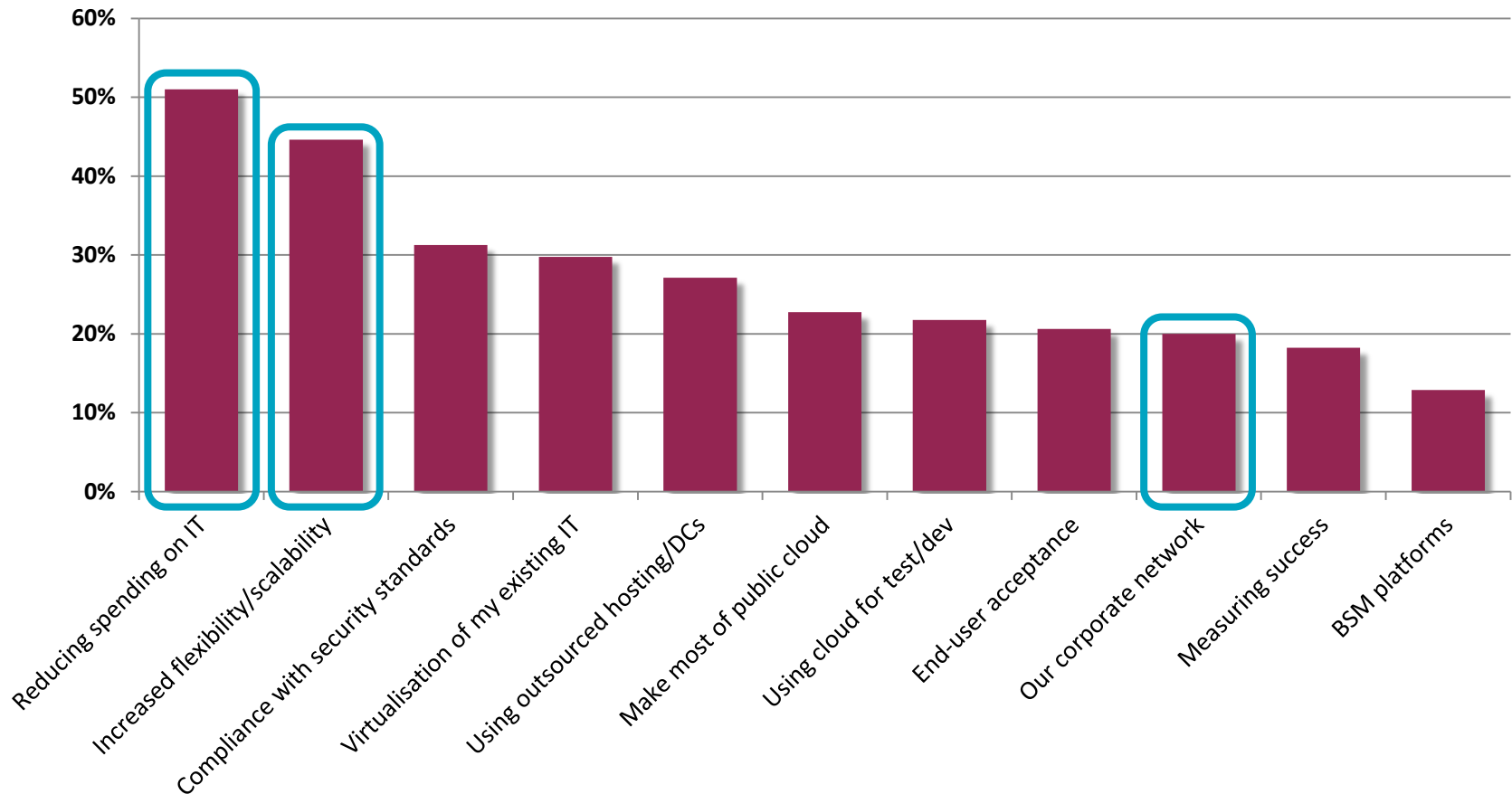
What?

Plans?

Thinking about delivery

► Obvious that the network is key?

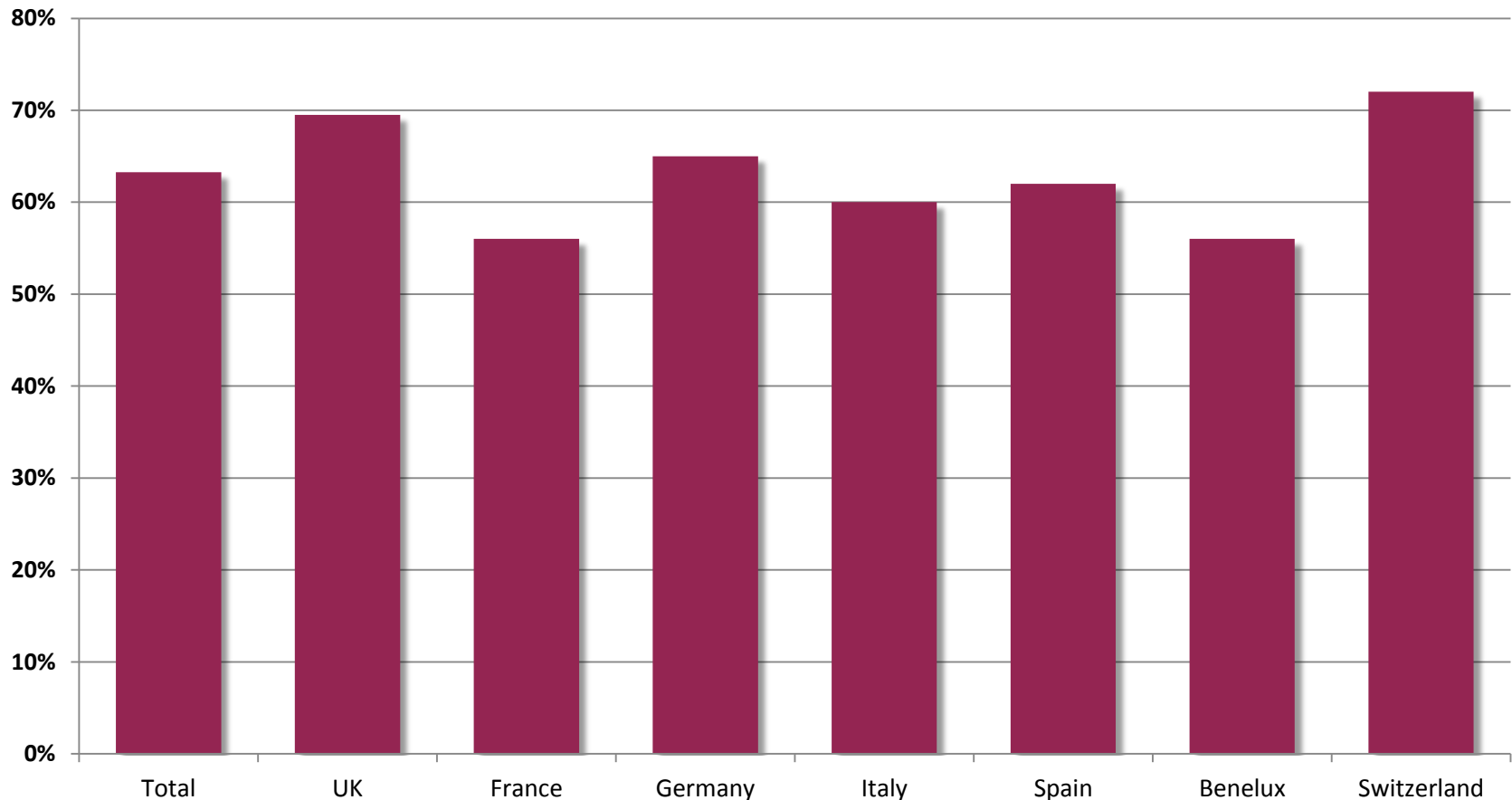
Which are, or were, your key concerns when it comes to cloud computing (select top 3)



Thinking about delivery

► We are all paranoid about security

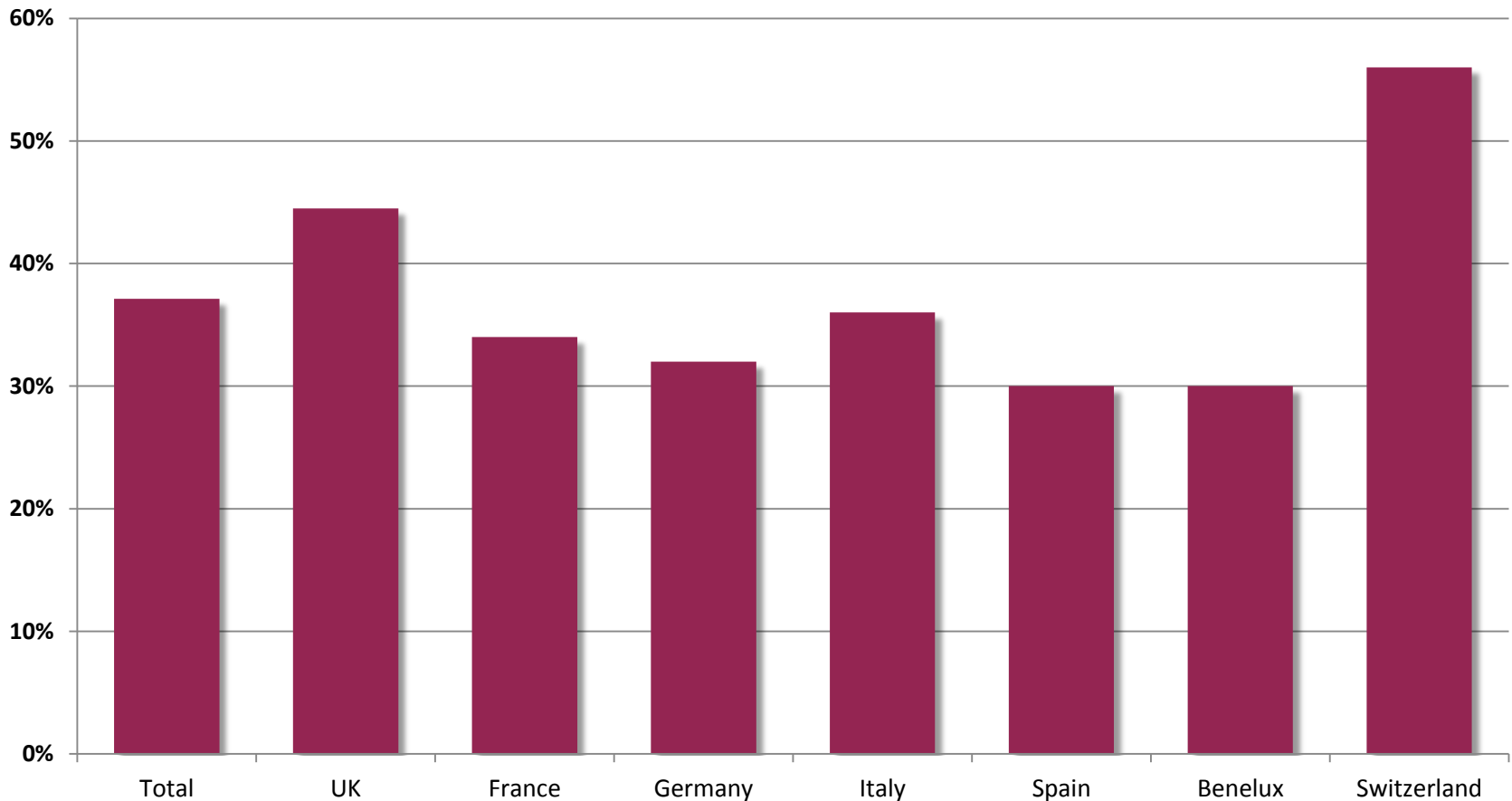
Security is the biggest consideration for my company when thinking about the cloud



Thinking about delivery

► Only some are confident about up-time

The cloud remains a risk to my business as I cannot guarantee uptime to end users



Cutting the problem a different way

Achieve?

51%

Reducing
IT spend

45%

Flexibility &
scalability

56%

Big effect on IT

Board understands?

41%

Understood benefits
of Cloud

32%

Benelux

10%

Switzerland

ROI

31%

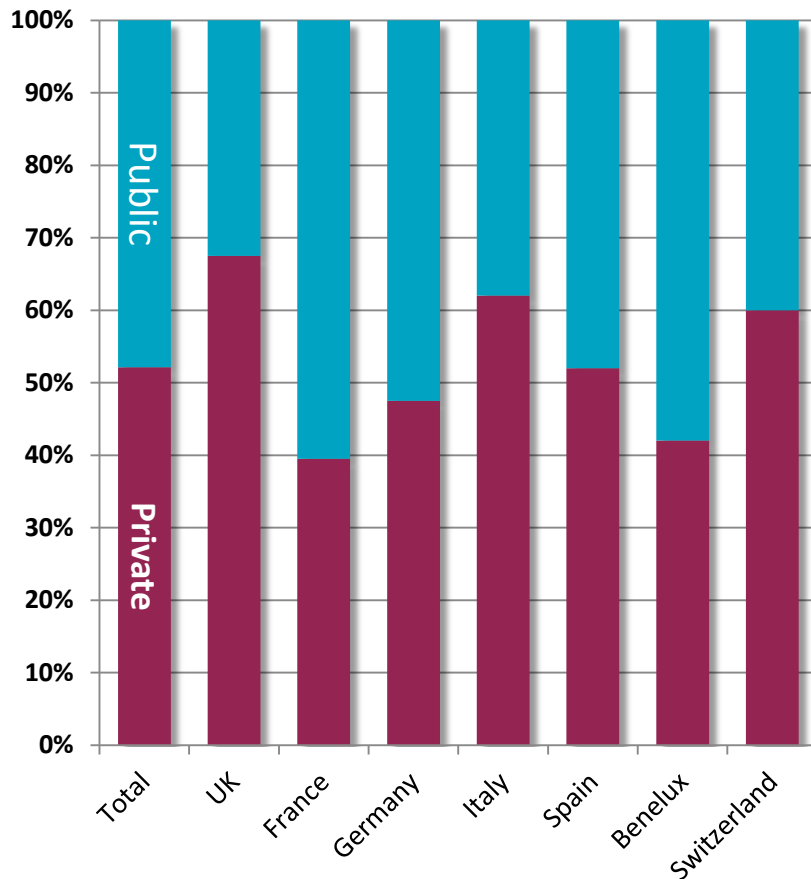
Absolutely no way of
measuring



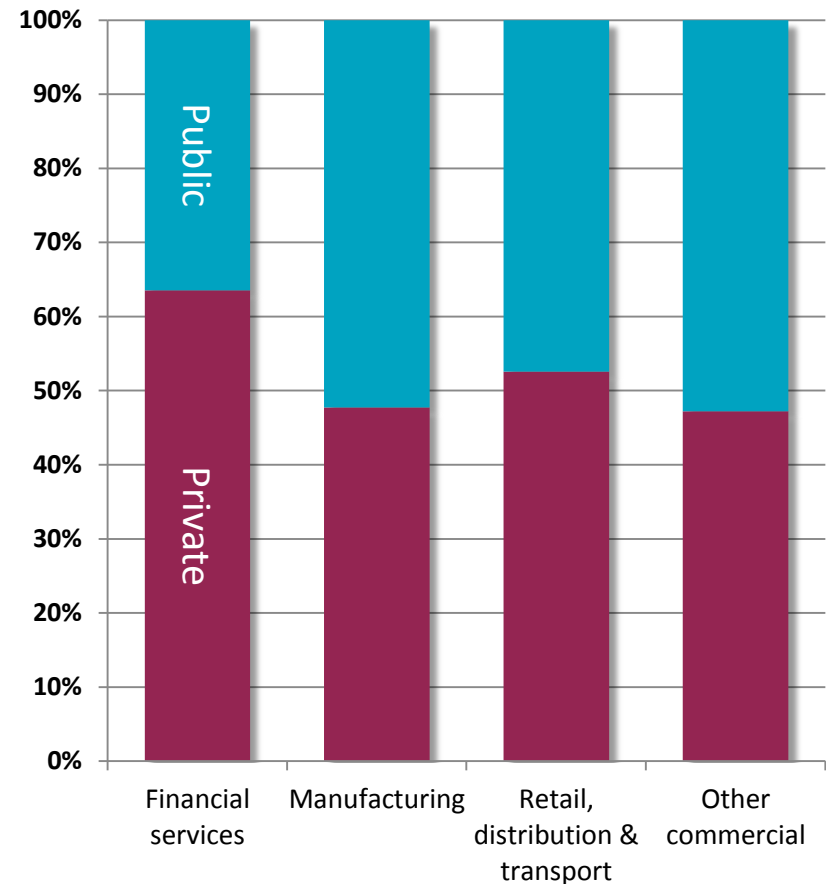
Public vs. Private

► Slightly more interest in investing in private than public

By Country : Private rather than Public



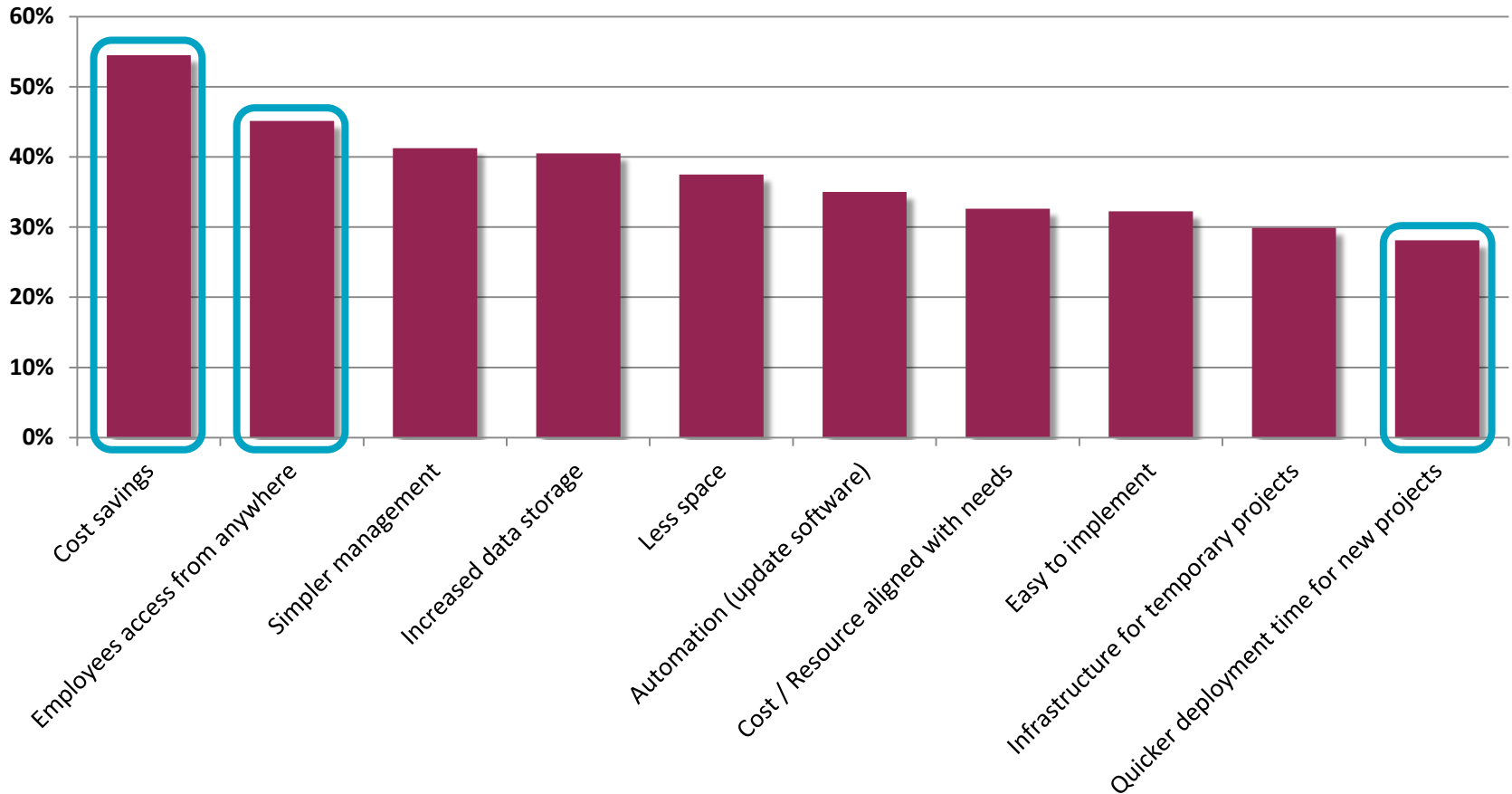
By Industry type



And what about the benefits?

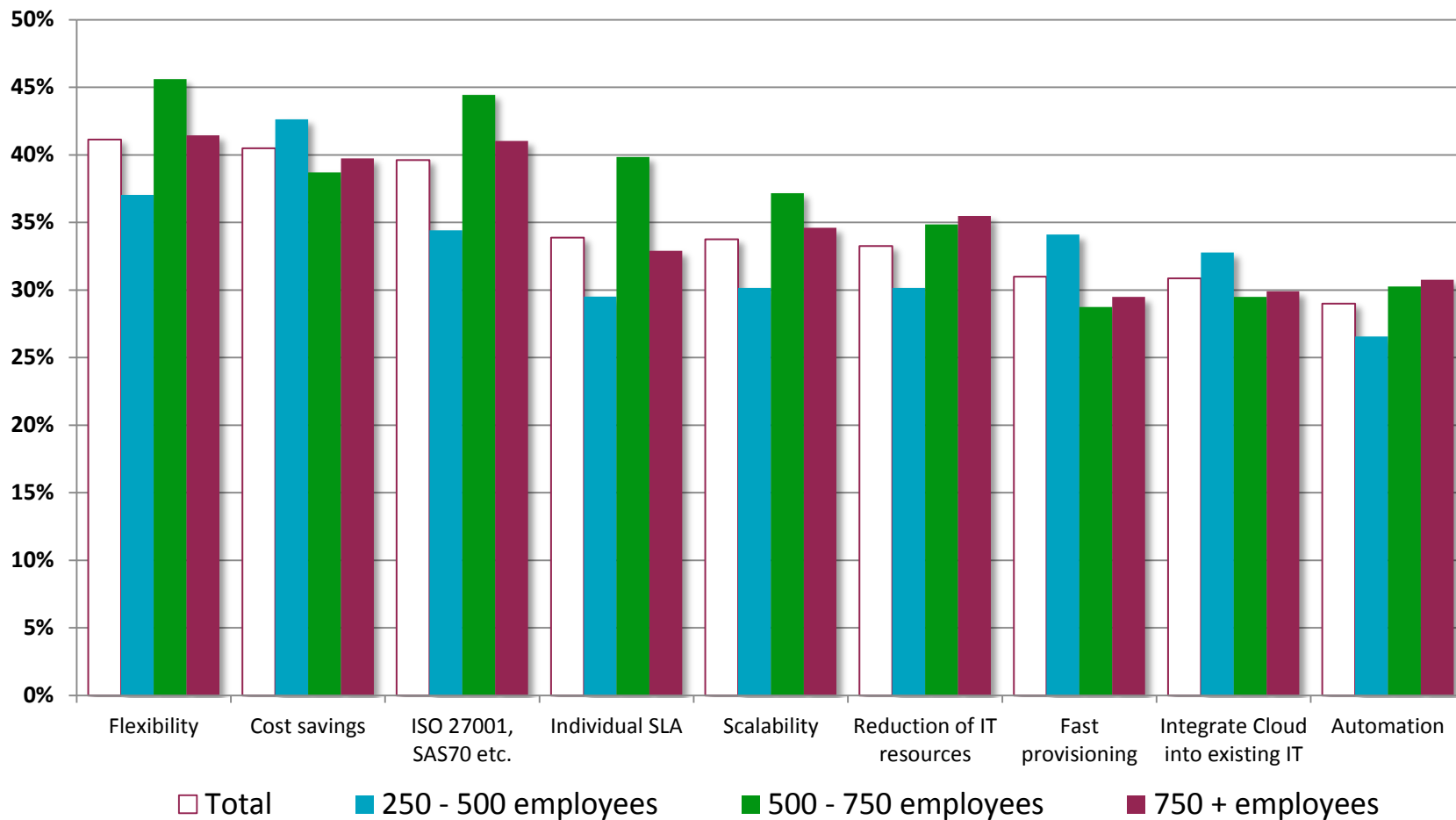
► Somewhat surprising changes from 2 years ago

Expect the following benefits from adopting Cloud computing



Does size matter?

What are the advantages of Private/Enterprise Cloud services c.f. Public Cloud?



Summary

43% stated networks would need to be upgraded

but just **20%** said that this was actually a key part of their strategy

Security (61%) and **uptime (37%)** are big issues

despite this, **56%** said Cloud will have a big impact

42% said executive board did not fully grasp potential

31% said they had no means of measuring ROI

What next?



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Questions...

